shipsi

POWERING RETAIL TO PROVIDE CONSUMERS

WHAT THEY WANT | **WHERE** THEY WANT | **WHEN** THEY WANT.

The Problem

Consumers demand instant gratification and convenience.

Business & Retailers have complicated environments & they are not omnichannel compatible with delivery networks.

Consumers wants things Now. But overnight shipping and courier service is cost prohibitive.

The cost of FedEx And UPS Home Delivery **keeps increasing**

Carriers struggle to provide visibility to **brands and consumers on delivery SLA's.**

Lost Opportunity

2023 U.S E-Commerce Abandonment

$260 Billion +
Abandonment @ Checkout due to

- ⊗ **Shipping costs too much**
- ⊗ **Shipping takes too long**

Over 1 Trillion
Domestic e-Comm Fulfillment

- ✓ **Faster, cheaper, visibility**
- ✓ **Best consumer experience**

65% of the consumers are willing to pay significant premiums for the privilege of same-day or instant delivery.

This share is likely to increase, given that younger consumers are more inclined **(over 30%)** to choose same day delivery over regular delivery.
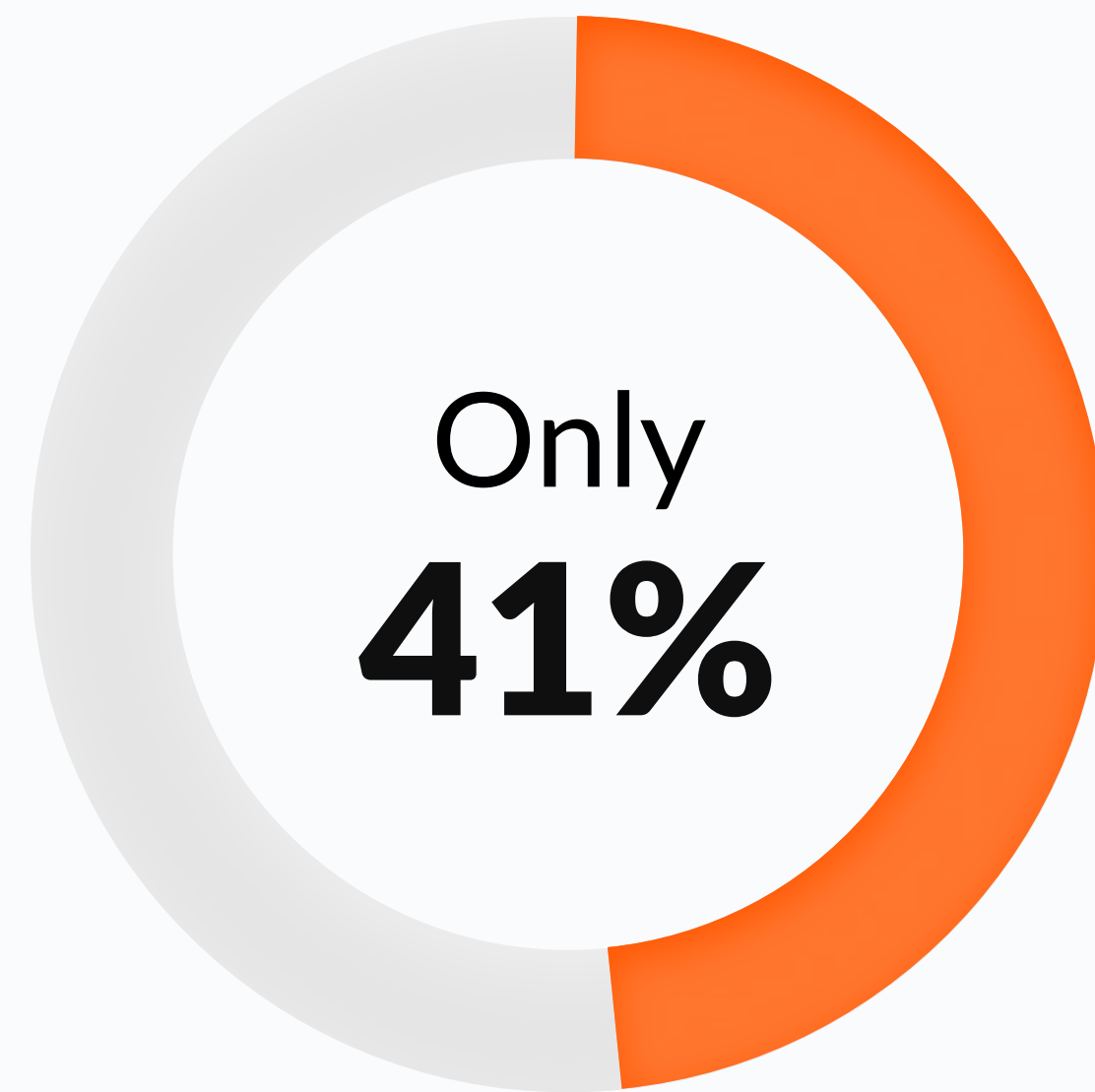
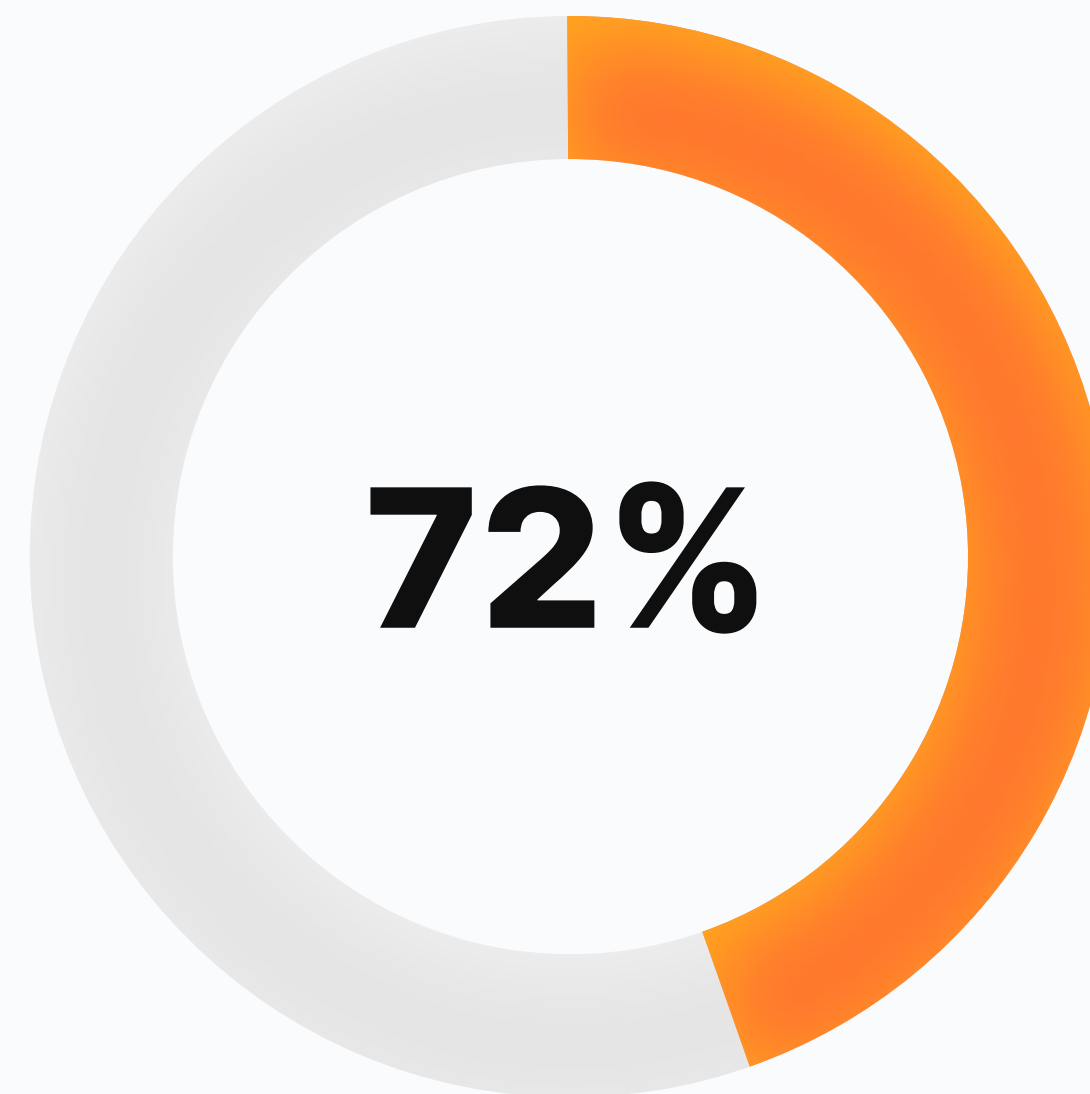**Shipsi solves** the #1 and #2 reasons for cart abandonment at checkout

Increase conversions. Increase loyalty. Increase purchases.
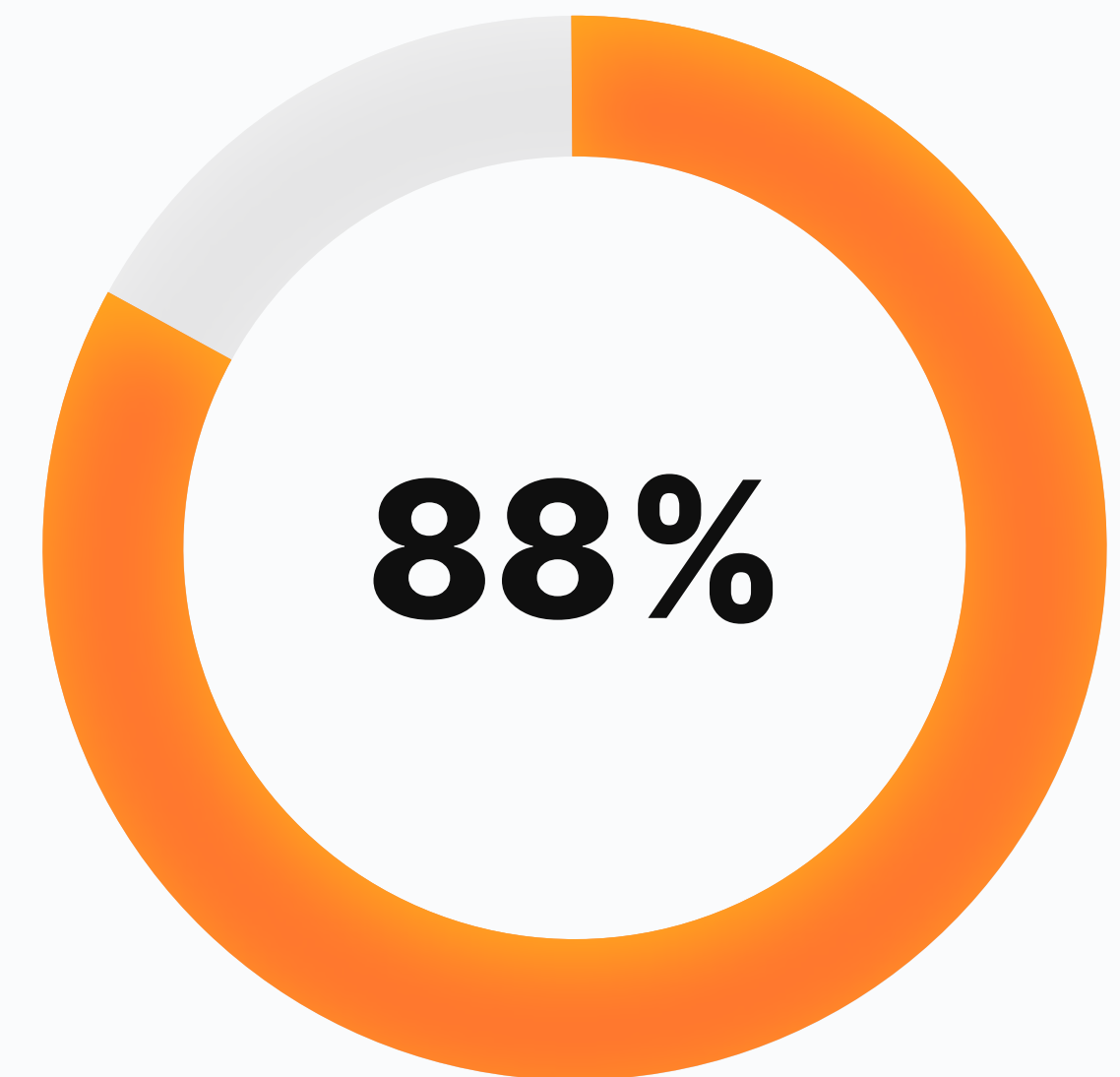
So easy, so seamless, so Shipsi...

Shipsi Integrates with your current checkout, site pages, OMS, WMS, and ERP's have access to fast, affordable, and brand building shipping.

Only
41%

Of retailers offers same day shipping.

72%

Slow shipping speeds and high shipping costs

88%
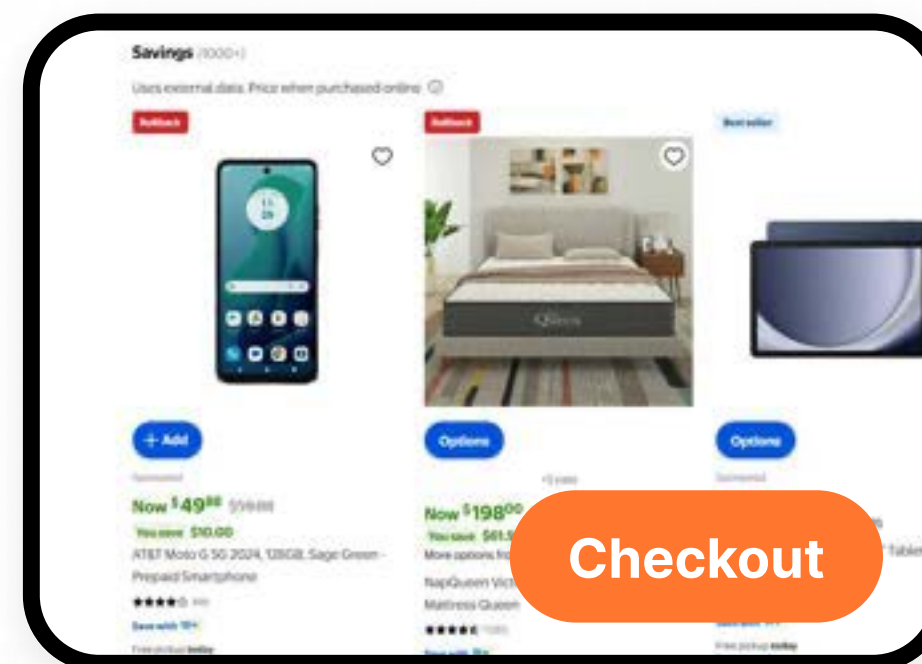
Of consumers are willing to pay a premium for same day delivery

The Solution

Shipsi Bridges The Gap Between Brands, Warehouses, Carriers, And The Consumer

How Simple :

INSTANT DELIVERY PORTAL

DELIVERY INFORMATION

RECIPIENT NAME
JOHN SMITH

ADDRESS 1
47 W 13th St, Texas, 10011, USA

ADDRESS 2
Apt. 501

CITY
Austin

STATE
Texas

ZIP CODE
73301

DELIVERY INSTRUCTIONS
Ring the bell and leave at the doorstep.

DELIVERY PRICE $13.87

CONFIRM DELIVERY

Customer orders through brands native ecomm checkout

Checkout

If the calculation criteria is met, Shipsi appears.

Shipping Method

Shipsi (22Min)	$9
Priority Mail (2 days)	$15
Standard (3-7 days)	Free

SHIPSI aggregates available drivers on cost, time, or both.

Uber Lyft DOORDASH
Postmates DHL UPS
UNITED STATES POSTAL SERVICE FedEx Shipt

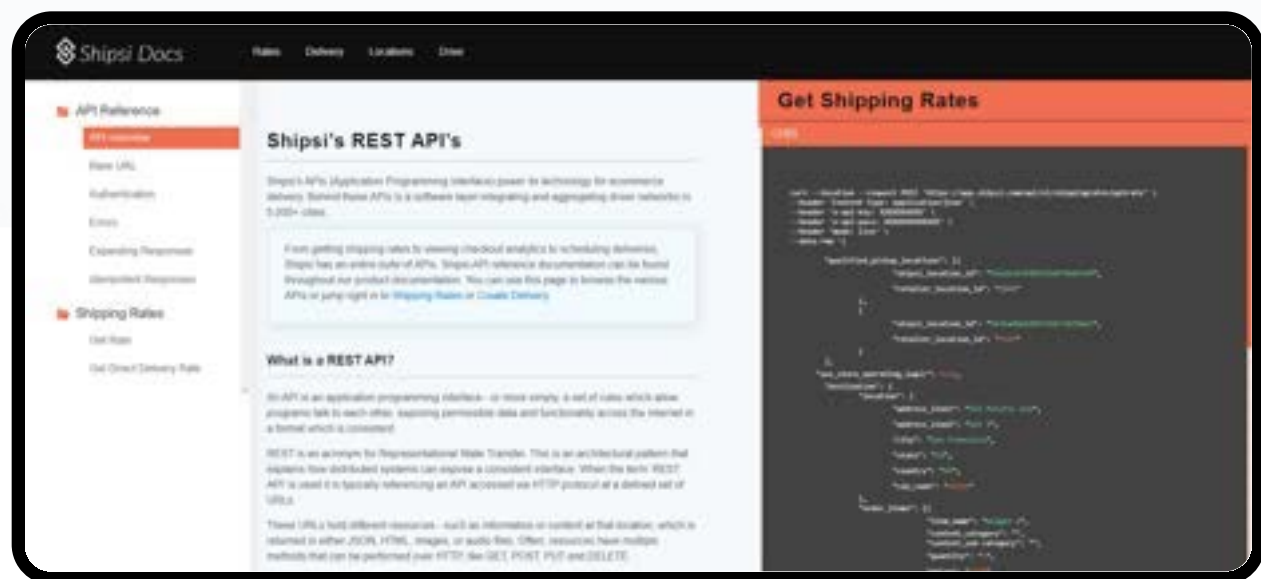## HAPPY CUSTOMERS INCREASE REVENUE FOR ALL.

Powering Omnichannel Checkout

Brands connect from their online store, in-store POS System, or simply by connecting directly with Shipsi's API
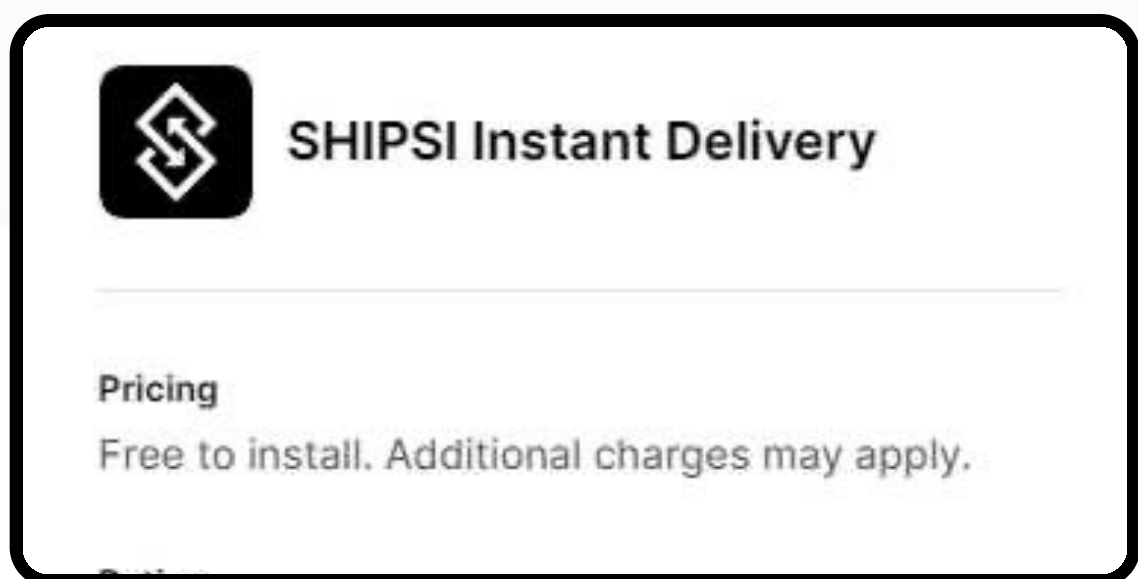
| Consumer	Inventory	Driver	OPS Criteria

API & Merchant Portal

Flexible Integration

API 2.0 extends to all SHIPSi capabilities so retailers can leverage the API or the merchant portal in any combination to support their business.

Marketplace Apps

Seamless Marketplace Integration

Our comprehensive connectors simplify the integration process for marketplaces, providing clear examples and detailed descriptions. Development teams can seamlessly integrate with minimal support from SHIPSI.
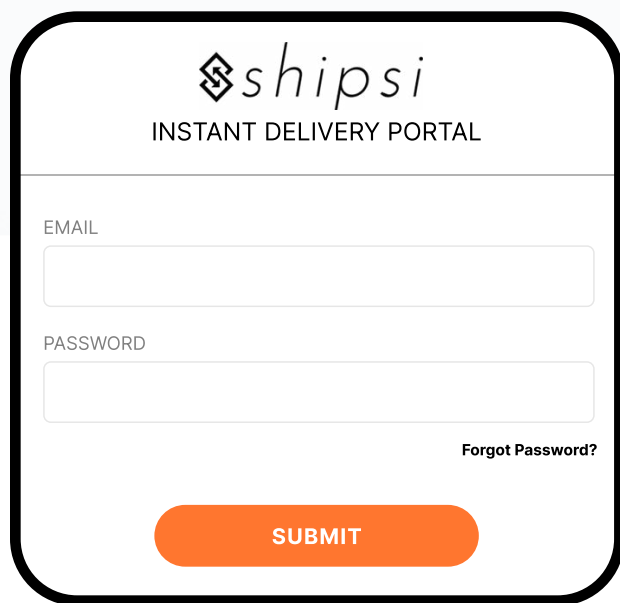
Instant Delivery Portal

Instant Delivery Portal

Shipsi Instant Delivery Portal is the perfect point-of-sale solution for your business. Using IDP we place the ability for any business to schedule one-hour delivery directly in you and your store associates hands.

7 Million Drivers And Counting...

Allowing all brands to enable better than Amazon delivery

99.98% Success rate
with less than 1% requiring any customer service attention !

We've got you covered
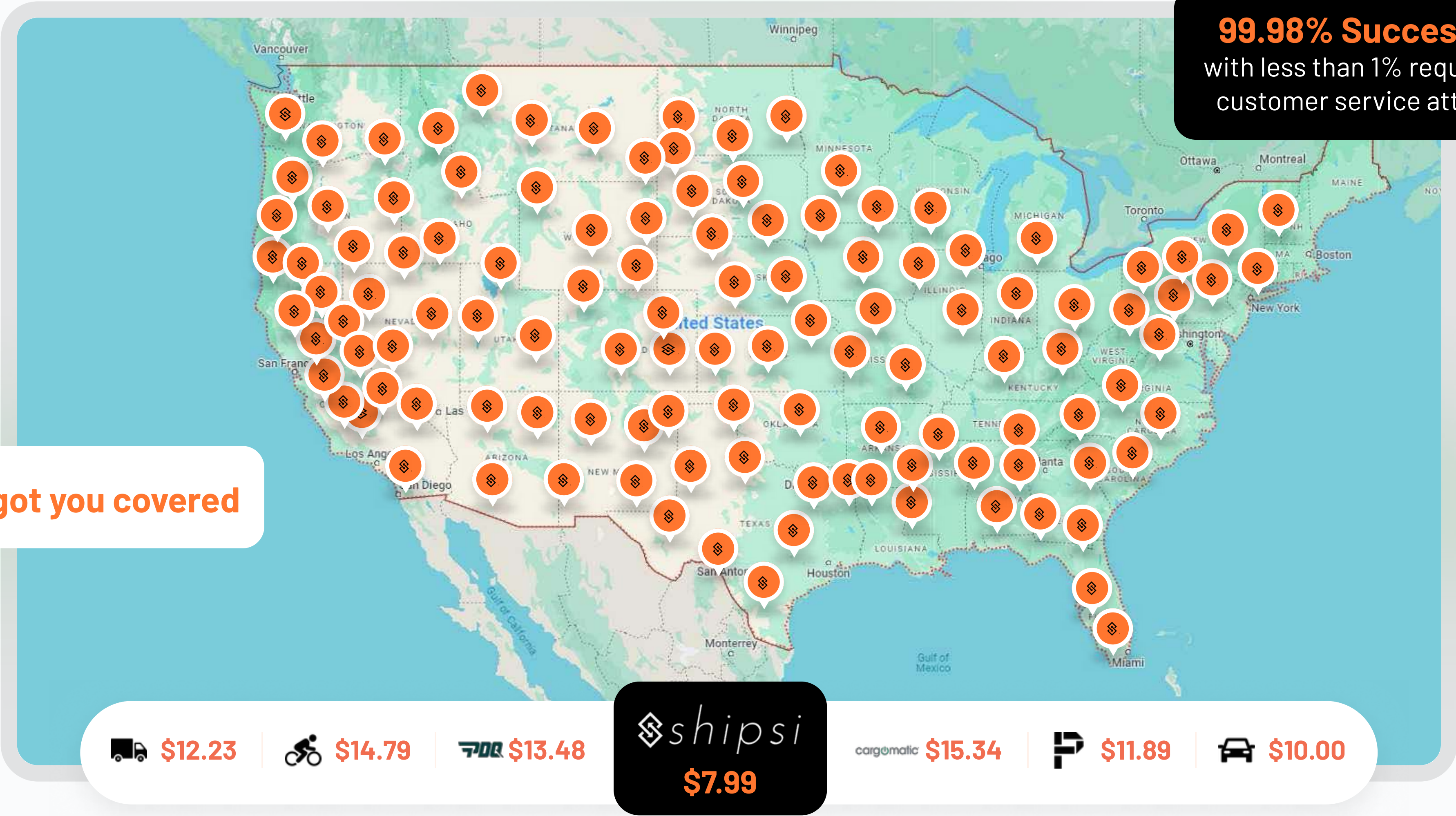
$12.23 | $14.79 | 7DQ $13.48 | **$shipsi $7.99** | cargomatic $15.34 | $11.89 | $10.00

Business Model

$12Million Annually

Average Contract Value

x1 **One Time Implementation**

Saas Recurring Revenue

Cost +$2-$5 Revenue

Business Impact With Shipsi
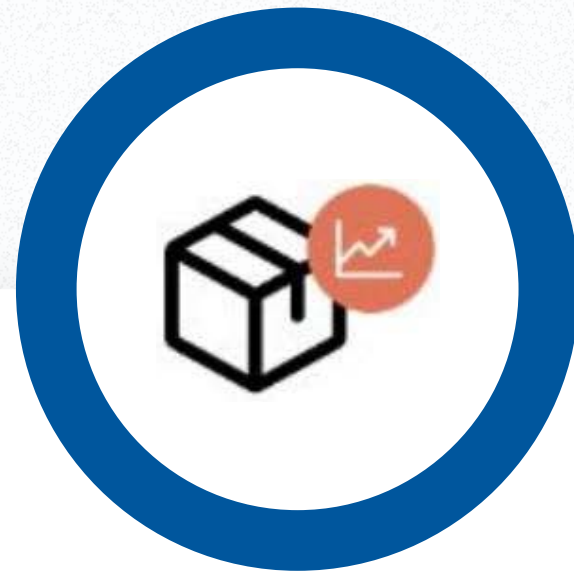
National Supply Store

+83%

Increase in Cart Coversion
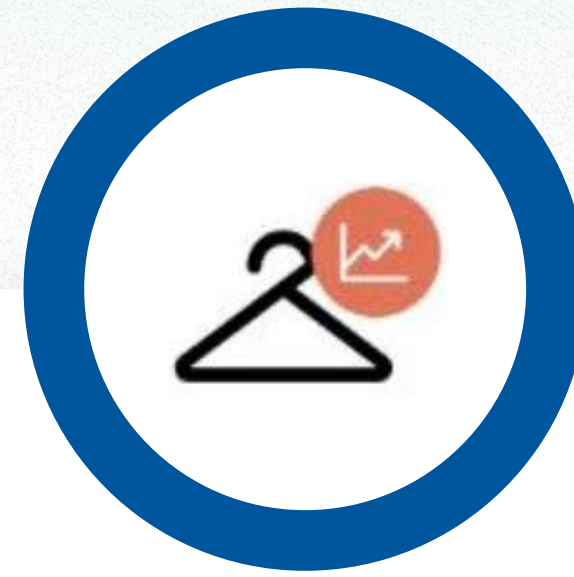
National Apparel Store

+579%

Increase in AOV
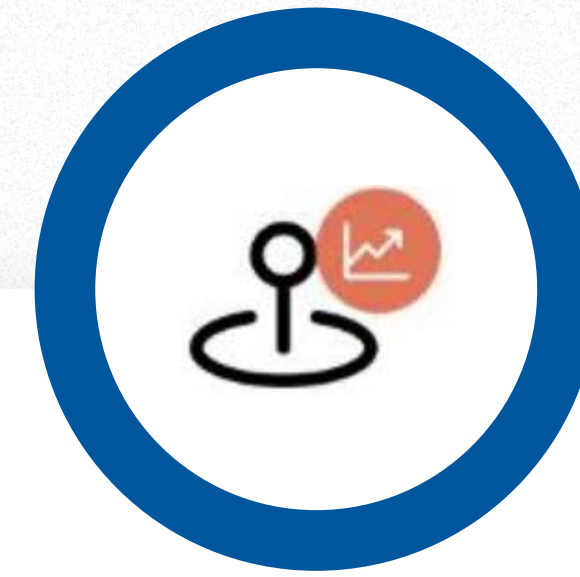
Local Supply Store

36x

ROI

Expert Team

SHIPSI

- ☑ Rye Akervik **(CEO)**
- ☑ Sameer Shamsuddin **(Advisor)**
- ☑ Allen Ball **(CTO)**
- ☑ Mike Blumberg **(CSO)**
- ☑ Hans Hickler **(Advisor)**
- ☑ Will Urban **(Advisor)**
- ☑ Kevin Rae **(Advisor)**
- ☑ Mark Crawford **(CMO)**
- ☑ Vinay Koneru **(CGO)**
- ☑ Simon Pearce **(CRO)**
- ☑ John Higgens **(Advisor)**
- ☑ Brittany Erdan **(CXE**

Executive Team From: Shipstation, Stord, Radial, Flexport, DHL, Stamps, Tech Meets Trader, Lippincott, Optum, Cisco, Rainmakers,

PAY WITH SHIPSI

- ☑ Laura Wagner
- ☑ Edward Katzin
- ☑ Ben Way

SHIPSI FLEET

- ☑ Chris Saad
- ☑ Nick Fallon
- ☑ Desmond Falla

Executive Team From: Shipstation, Stord, Radial, Flexport, DHL, Stamps, Tech Meets Trader, Lippincott, Optum, Cisco, Rainmakers,

BOARD

- ☑ Loran Gutt — THOMABRAVO
- ☑ Dave Anderson — SUPPLY CHAIN VENTURES
- ☑ Kent Akervik — Southern Telecom
- ☑ Allen Ball — shipsi
- ☑ Jim McMullen — royalblue CAPITAL
- ☑ Rye Akervik — shipsi

Board From: Thoma Bravo, Best Buy, Yellow Freight, Polaroid, Supply Chain Ventures, HP

320+Years Experience , 30+Exits , $2B+ Exits

Our Team

Rye Akervik
CEO

Mike Blumberg
CSO

Mark Crawford
CMO

Allen Ball
CTO

Simon Pearce
CSO

Britanny Erdan
CXE

Sameer Shamsuddin
Advisor

Chelsie Lee
Advisor

Chris Saad
Advisor

Ben Way
Advisor

Hans Hickler
Advisor

Will Urban
Advisor

Ask

Acquired by Stamps.com(STMP) in 2020, we have carved it with a fresh clean table. With $550k investment we have gotten to the point we are today. We are raising $2M additional capital to focus on a aggressive sales and marketing expansion through 2025 and 2026 to heavily realize further market share.

Raising $2M

Closed $750k

Remaining $1.25M

Support Growth & Sales Over 18 Months.

Where Shipsi Stands Out

Business	SHIPSI	E-COMMERCE Single Network Partner/Potential Acquirer	FULLFILLMENT Traditional Logistics Partner/Potential Acquirer	AGGREGATION Fleet Ownership Partner/Potential Acquirer
Middle Mile	✅	❌	✅	❌
Last Mile	✅	✅	✅	✅
Carrier Network Control	✅	❌	❌	✅
White Glove + Installation	✅	❌	❌	❌
Inventory & Demand Forecasting	✅	❌	❌	❌
Parcel + Big and Bulky	✅	❌	❌	❌
On-Demand, same-day & scheduled delivery	✅	✅	❌	❌
Native to Retail Systems	✅	❌	❌	❌
Customer Service for All (Consumer / Retailer / Driver	✅	❌	❌	❌
Real time tracking & alerts (Consumer / Retailer / Driver	✅	✅	❌	✅
Merchandise + Vehicle Matching	✅	❌	❌	❌
Unlimited Geographic Reach	✅	❌	❌	✅
Plug-and-Play	✅	❌	❌	❌
Analytics & Reporting	✅	❌	❌	✅

High Demand On Demand

Competitive Advantage
(Expensive & Limited Alternatives)

Potential Acquirer	Partner	Potential Acquirer	Partner
ORACLE, Jet, Magento, shopify, amazon, Target, wayfair, Walmart	elementum, Convey, KEEP TRUCKIN, ClearMetal, easypost, narvar	deliv, Shipt, lugg, DOORDASH, GRAND JUNCTION, udelv, Uber, Dropoff, instacart, POSTMATES	Darkstore, shippo, FedEx, UNITED STATES POSTAL SERVICE, cargomatic, UPS, DHL

White-Label Integration
Risk of customer loyalty & strenuous multiple system integrations

Inventory Management
Supply chain software designed for product attributes & analysis

Single Last Mile Networks
Limited geographic coverage & app based

Logistics Networks
Inconsistent consumer experience, buit infrastructure, poor last mile delivery

Our Progress to date

2018

2021

2024

Uber Partnership

1M+ Delivery Drivers

Shopify Partnership & Featured Technology

2M+ Drivers In 1000 US Cities

stamps.com
Acquired Shipsi to layer accross its portfolio of 3M+ Merchant Customers and Software Users

Salesforce,Demandware,& Magento partnerships

Supported the build & validation of Shipsi engine connects marketplace technology

Expanded to 4000+ US cities

Shipsi publically re-enters domestic ecommerce scene

Partnership

Shipsi Founded

Raised $2M Seed

Delivered 250000 meals to impoverished community during Covid-19 in viral charity event

Successfully delivered 500000 orders

THOMABRAVO
stamps.com
Thoma Bravo acquired Stamps.com $6.6B cash completing their acquisition in early 2022

Revenue & Forecast

Legend: ● Revenue ● Deliveries ● Cities ● Enterprise Customers ● Customers

Acquired

$2M Round

Projected

Pilot with Party City And Louis Vuitton

100000k
10000k
1000k
100k
10k
1000
100

2018 2019 2020 2021 2022 2023 2024 2025 2026
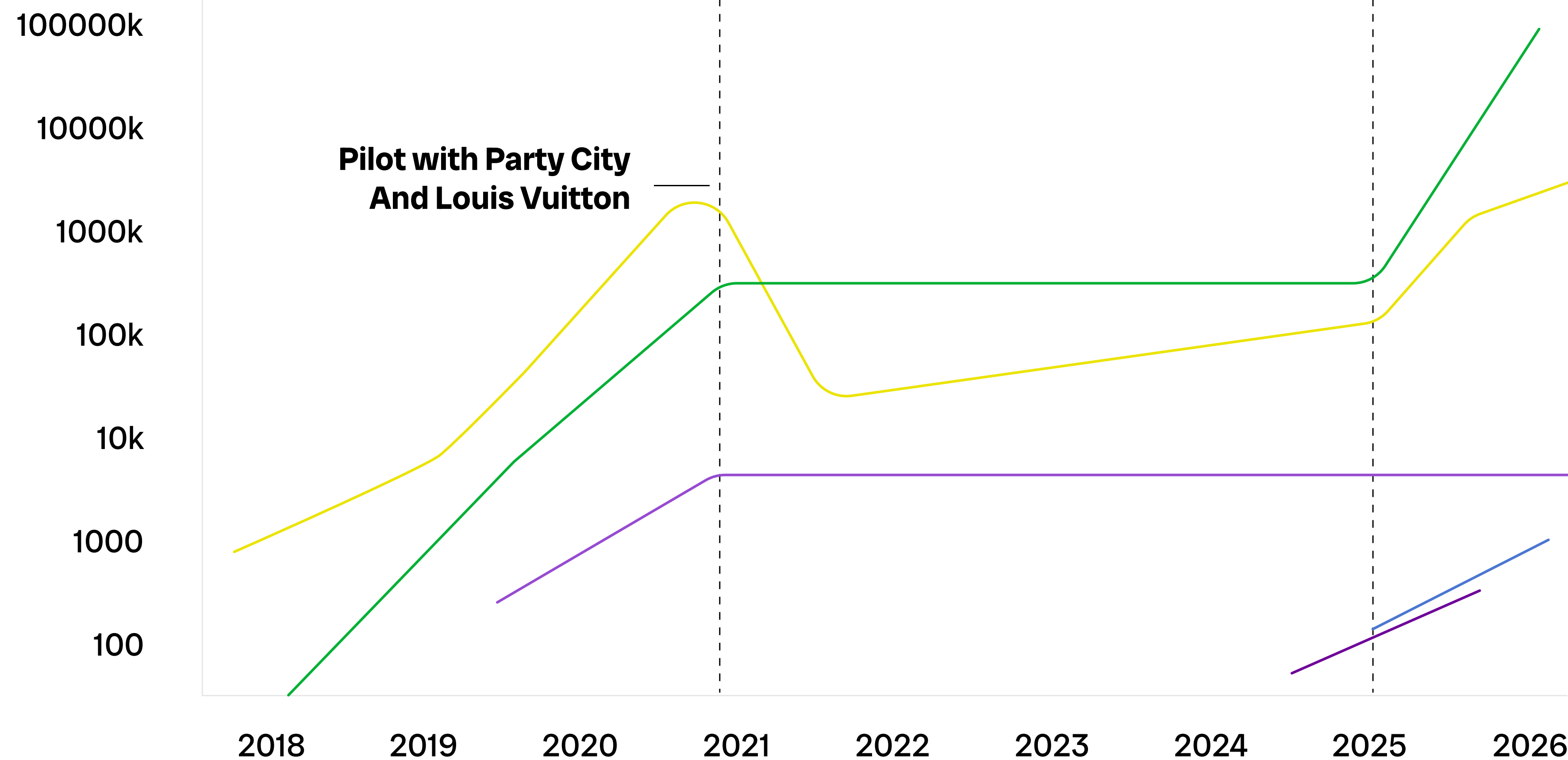
Opportunity:
Existing Customer Base

Base from Existing Customers		Growth from Existing Customers		Revenue from immediate sales funnel	2025
211,458.00	+	$1,445,832.00	+	$2,998,472.00	$4,655,762.00

Pending Implementations :

JENNIFER MEYER   RODAN+FIELDS
DeliveryCircle.   SPACEX
BUILD-A-BEAR WORKSHOP   FLAMINGO ESTATE   Brooks Brothers

SIGNED planet blue   SIGNED GOOD MYLK CO.
SIGNED ROYCE'

LIVE JANESSA LEONÉ
LIVE gorjana   LIVE dermalogica
LIVE DIESEL FOR SUCCESSFUL LIVING   LIVE Cleobella   LIVE NUTRISHOP

Brands We Work With

Shipsi partners with top retailers, e-commerce platforms, and manufacturers to power seamless instant or scheduled parcel and big & bulky, white-glove installation, and nationwide delivery solutions.

BowFlex · HOIST · LIVING SPACES · VIZIO · BEST BUY

The Tile Shop · iFIT · echelon · slumberland FURNITURE

overstock · American Freight APPLIANCES & FURNITURE · FLOOR & DECOR · SOLE FITNESS

SCHWINN · POLY & BARK · STEPR · MATRIX · purple · journey HEALTH & LIFESTYLE

FUJIIRYōKI · LG · Whirlpool · HORIZON FITNESS

FURNITURE ROW Real Furniture. Real Value. · ABC WAREHOUSE · ABBYSON HOME · JOHNSON

NordicTrack · GE APPLIANCES

Partnerships & Collaborations

Testimonials

Shipsi has exceeded our expectations as a delivery partner. They have been instrumental in helping us improve our delivery process, and their dedication to customer satisfaction has been outstanding. Their platform is intuitive and easy to use, and it has helped us save time and improve efficiency by optimizing our delivery routes. What we appreciate most about Shipsi is their professionalism and teamwork. They have been fantastic people to work with, and they have always been responsive to our needs and feedback. Onward is more than just a vendor to us; they are valuable partners to our business. We look forward to a continued partnership with such a great company that aligns so closely with our mission and values.

Shawn B.
Regional Director

"Our customers love our product as an alternative holiday or birthday or event gift that's more fun and interesting than flowers or wine. We know that not everyone is thinking ahead, and with SHIPSI, we capture more orders by allowing our customers a way to get affordable last-minute gifts."

Rana Lustyan,
Founder

"A number of our customers really need same-day delivery service and will seemingly pay anything to have it, since it's crucial for their business [when they are out of product].."

Ross Greenberg,
CTO

Shipsi offers top customer service, technical support, and onboarding. The back-end is easy to use and has an abundant of features. Highly recommend this partner for any Shopify merchant looking to offer same-day or next-day shipping.

"In the past, we've already had to rely on USPS and/or UPS with dictating our Holiday Shipping Times.

Thanks to SHIPSI, we received orders up until Christmas Eve, giving customers the "instant gratification" they want and deserve."

Kolbie Richardson,
Senior Marketing Manager

PRODUCT APPENDIX

Shipsi is a set it and forget it solution.

Shipsi Portal

See which delivery rates and incentives are the most successful.

Vehicle + Product Matching

We pay close attention to size, weight, and dimensions so that all merchandise is picked up by the right type of vehicle and the right white glove delivery installation partner at the right time.

Seamless Setup

Optimized fulfillment, effortless execution, full Installation

Largest depth and breadth of carriers nationwide

Carrier Aggregation

Provider Optimization

Best carrier, every time.

Unified and best visibility in industry, regardless of carrier.

Real-Time Tracking

24/7 Customer Support

Ensuring smooth reliable consumer experience

Quick integration with retail and ecomm checkout systems.

Easy Checkout Integration

Carrier Network

Shipsi connects every stage of logistics—from first-mile transport to last-mile delivery and installation—ensuring speed, reliability, and a white-glove experience.

Drayage

Efficient first-mile transport from ports and distribution centers

Middle Mile

Optimized logistics for seamless movement between hubs.

DC + Induction

Smart routing and warehouse integration for fulfillment.

Last Mile

Reliable, scheduled delivery with real-time tracking.

Customer

White-glove experience with installation and post-delivery support.

How Shipsi Enabled Living Spaces to Deliver Urban-Like Experiences in Rural Areas

Living Spaces, a prominent furniture retailer in the United States, is renowned for its extensive selection and commitment to customer satisfaction. Operating primarily in high-density regions such as California, Utah, Colorado, and Arizona, Living Spaces manages deliveries through its own warehouses and delivery teams. However, reaching customers in rural and low-density areas, especially in mountainous regions and states like Montana and Wyoming, posed significant challenges. These included elevated delivery costs, increased damage rates, and inconsistent customer experiences, particularly concerning tracking and white-glove services.

The Challenge

☑ **Reduce delivery lead times and costs in rural zones.**

☑ **Minimize damage rates during transit.**

☑ **Provide uniform customer services, including tracking and white-glove delivery, irrespective of location.**

❝ *"Shipsi has taken a complex problem and delivered a simple, effective solution, ensuring seamless white-glove service in rural areas."*

David
Director of Carrier Operations at Living Spaces

The Solution

Leveraging Shipsi's innovative platform, Living Spaces addressed these challenges head-on.

Specializing in enhancing the management and procurement of middle and final mile delivery networks for brokers in the big and bulky industry, Shipsi revolutionizes traditional approaches by integrating with local transportation management systems (TMS) used by carriers. This strategy provides access to a vast network of over 1,000 carriers, including those in remote areas.
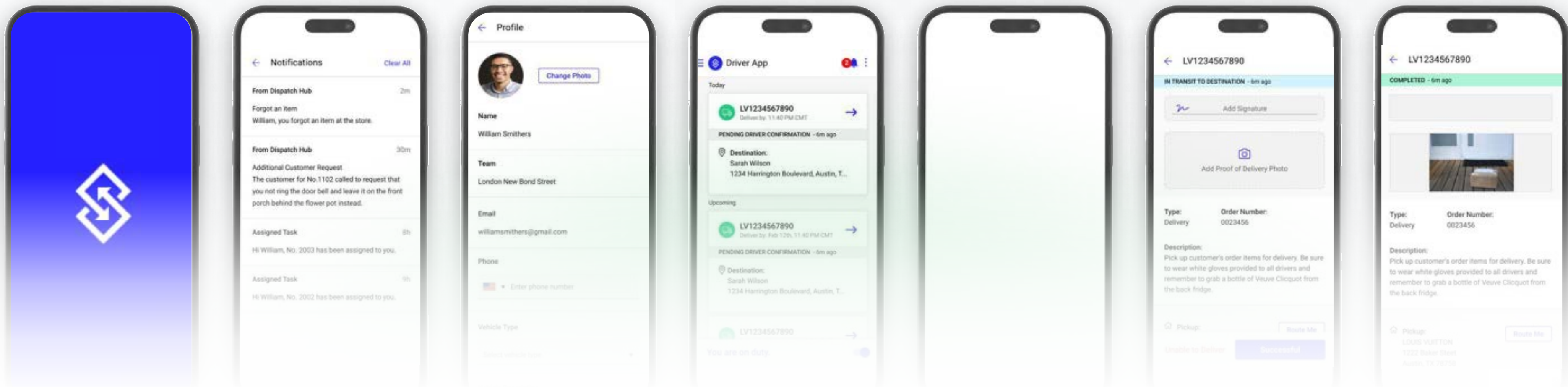
shipsi

Integrate with Shipsi
Instant Delivery

Billions of retail purchases happen online and in store every year. Traditionally, a few large shipping providers have delivered these shipments. Currently, the ecommerce delivery landscape is changing for; consumers want same day delivery and a good customer experience. Shipsi supports direct integrations for delivery companies onto the Shipsi network.
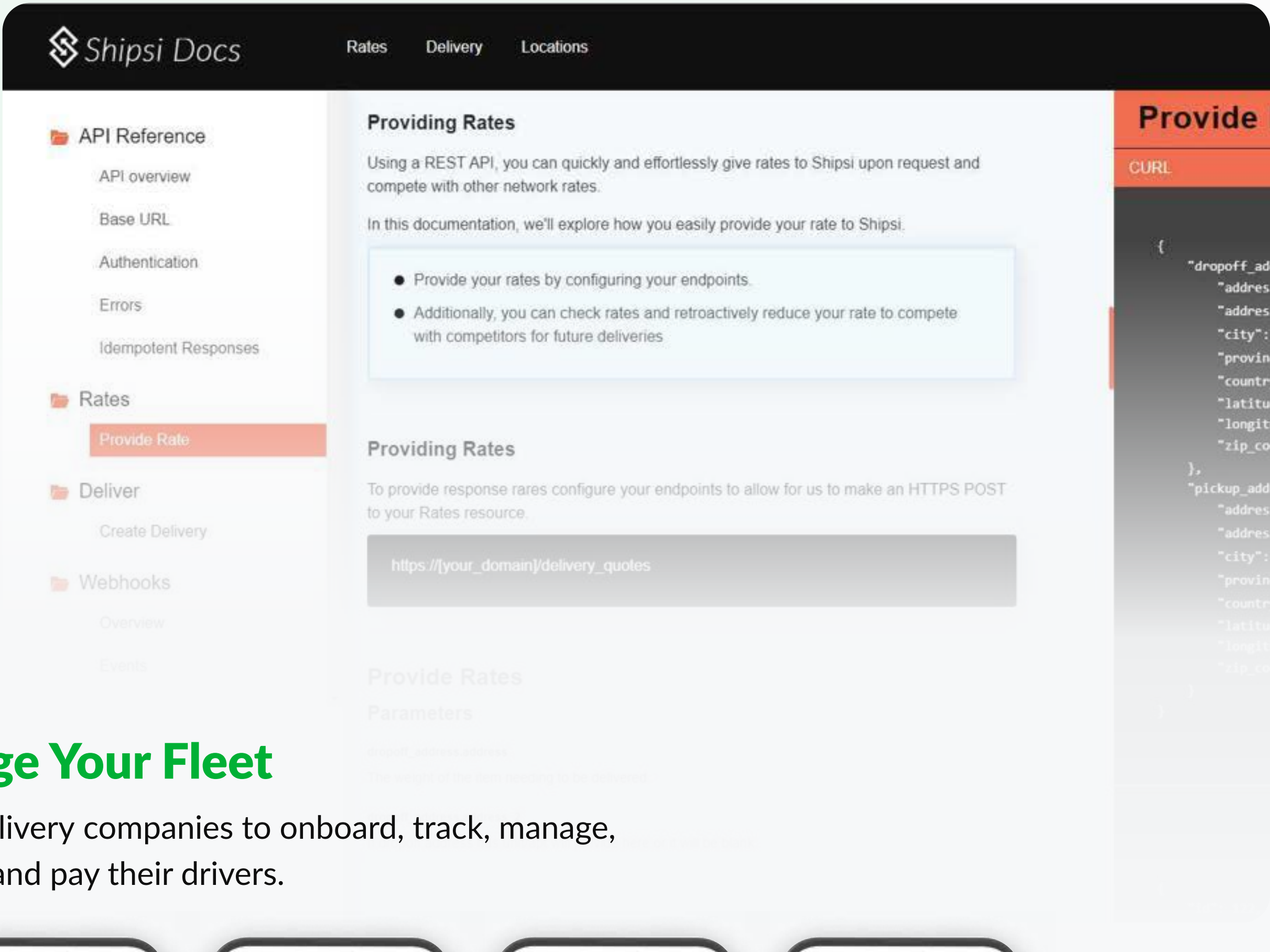
Manage Your Fleet

ShipsiFleet technology enables delivery companies to onboard, track, manage, optimize, and pay their drivers.

Seamless Experience

Checkout

Shipsi offers fully customer optionality at the point of purchase.
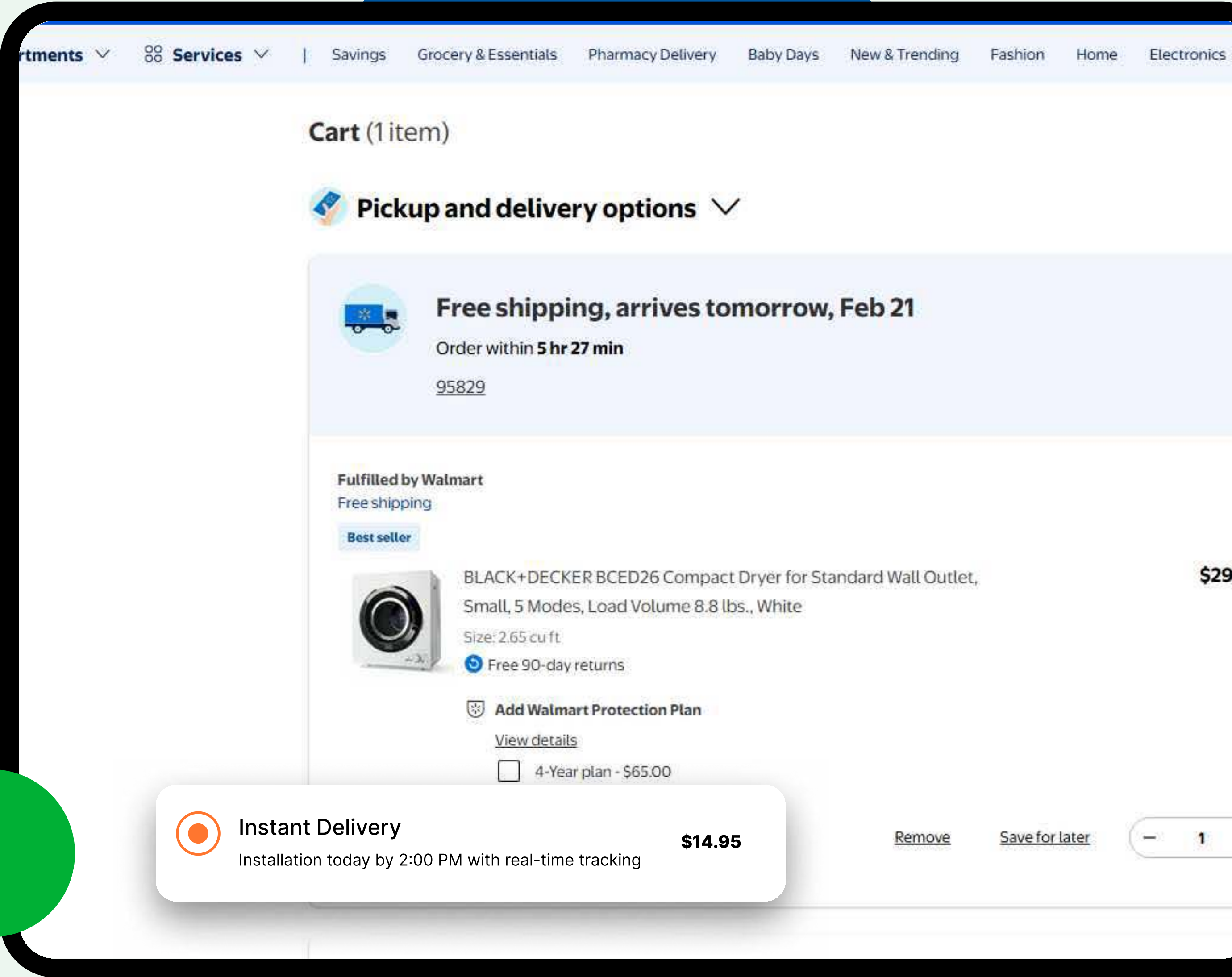
Inventory & Fulfillment

SHIPSI integrates with your current ecommerce, inventory, and 3PL partners.

Installation

Quick integration with retail and ecommerce checkout systems

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rtments ⌄   Services ⌄ | Savings   Grocery & Essentials   Pharmacy Delivery   Baby Days   New & Trending   Fashion   Home   Electronics

Cart (1 item)

🏷️ **Pickup and delivery options** ⌄

Free shipping, arrives tomorrow, Feb 21
Order within **5 hr 27 min**
95829

Fulfilled by Walmart
Free shipping

Best seller

BLACK+DECKER BCED26 Compact Dryer for Standard Wall Outlet, Small, 5 Modes, Load Volume 8.8 lbs., White

Size: 2.65 cu ft

🔄 Free 90-day returns

🛡️ **Add Walmart Protection Plan**

View details

☐ 4-Year plan - $65.00

$29

Instant Delivery   **$14.95**   Remove   Save for later   — 1
Installation today by 2:00 PM with real-time tracking

Carrier Aggregation & Optimization

Rest easy knowing your customer is seeing the best rate, fastest delivery, and most reliable partner at checkout every time.

A PRICE POINT THAT WORKS FOR THE EVERYDAY SHOPPER

$9.23

$12.34

$11.79

$6.67

$10.48

$8.89

shipsi
$6.67

5,000+
U.S. Cities + All U.S. Zip Codes

7M+ Drivers
Full domestic coverage + white-glove Installation

99%+
Complete and on time delivery

<1%
Lowest claims rates in industry

The Portal

Within your Instant Delivery Portal all deliveries which have been scheduled will show you the current status and location of all packages and drivers in real-time, updated every few seconds. From here you can track, cancel, edit, and view details on each order.

As Seen In :

Getting Started

Using Shipsi IDP couldn't be easier. Getting started is simple and takes just five minutes. Once you have registered and been approved you can begin providing your customers instant delivery with 3 easy steps:

01

Sign in and select your store

02

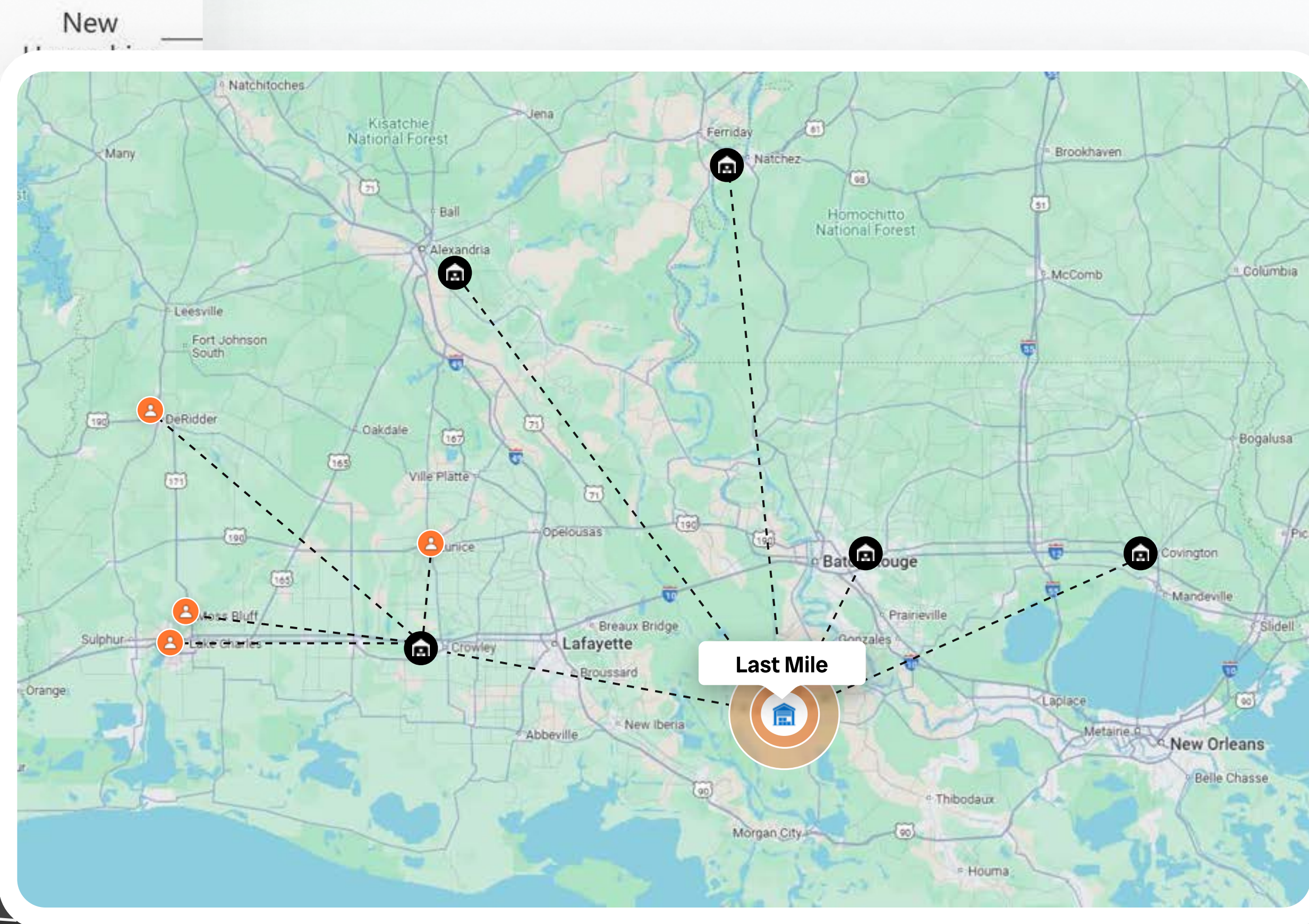### Enter the shipping details

03
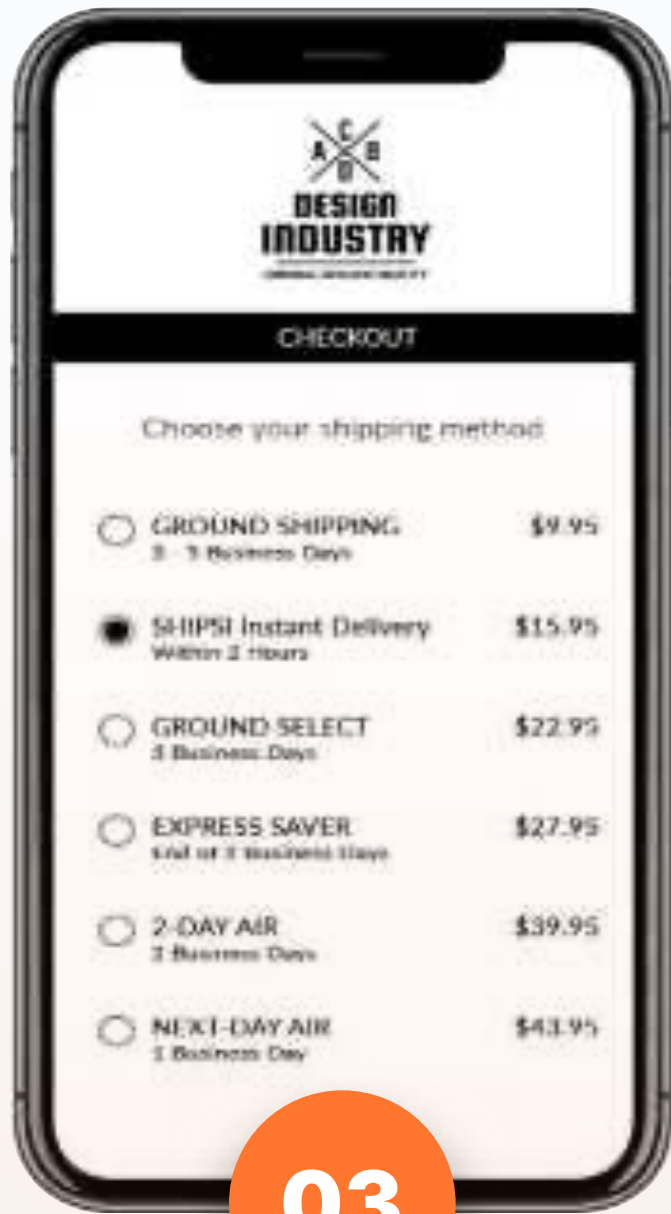
Schedule the delivery

Fulfillment Capabilities:

Shipsi is optimized to handle loading, pick-ups, and routing on a per location basis.
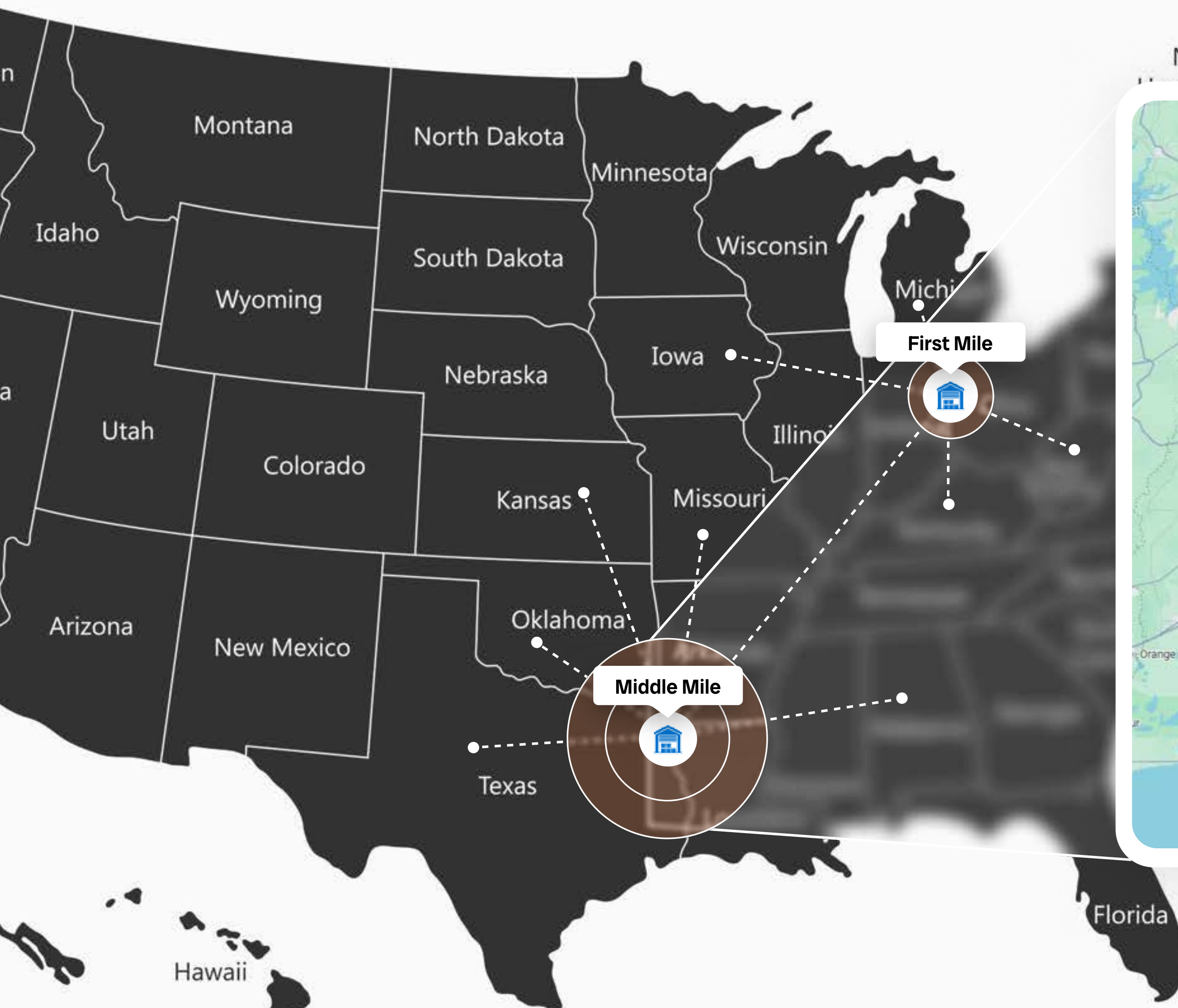
Real-Time Tracking, Real Person Support

Live delivery tracking

For both customers and brand.

Human support, 24/7

Ensuring no disruptions in delivery.

Consumer Notifications

Email & SMS Alerts

Your shoppers receive email and (optional) text notifications to keep them informed throughout the entire delivery experience:

1 Delivery Confirmation

2 Delivery on the Way

3 Delivered
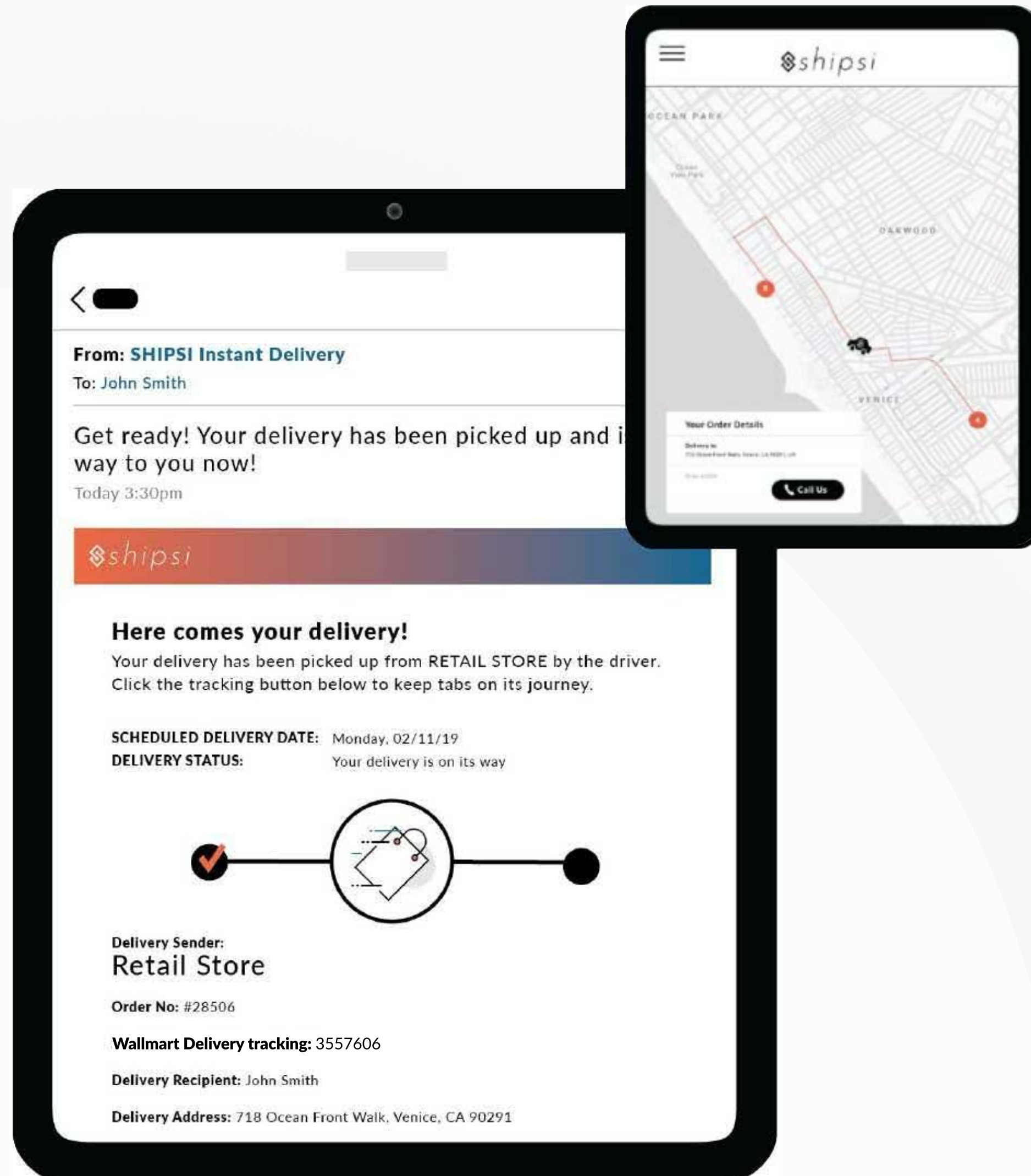
Website Information
Homepage
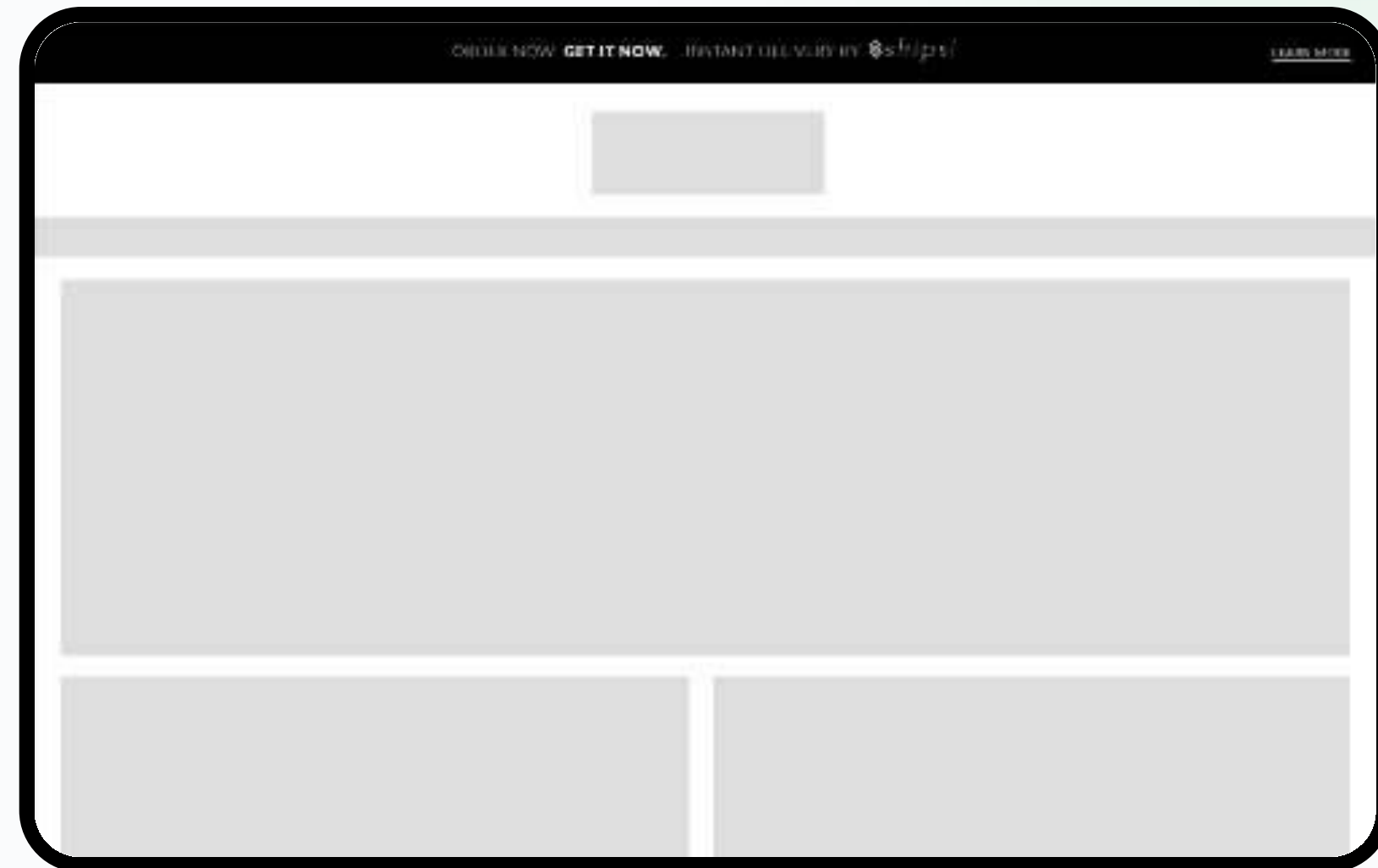
ANNOUNCEMENT BAR:

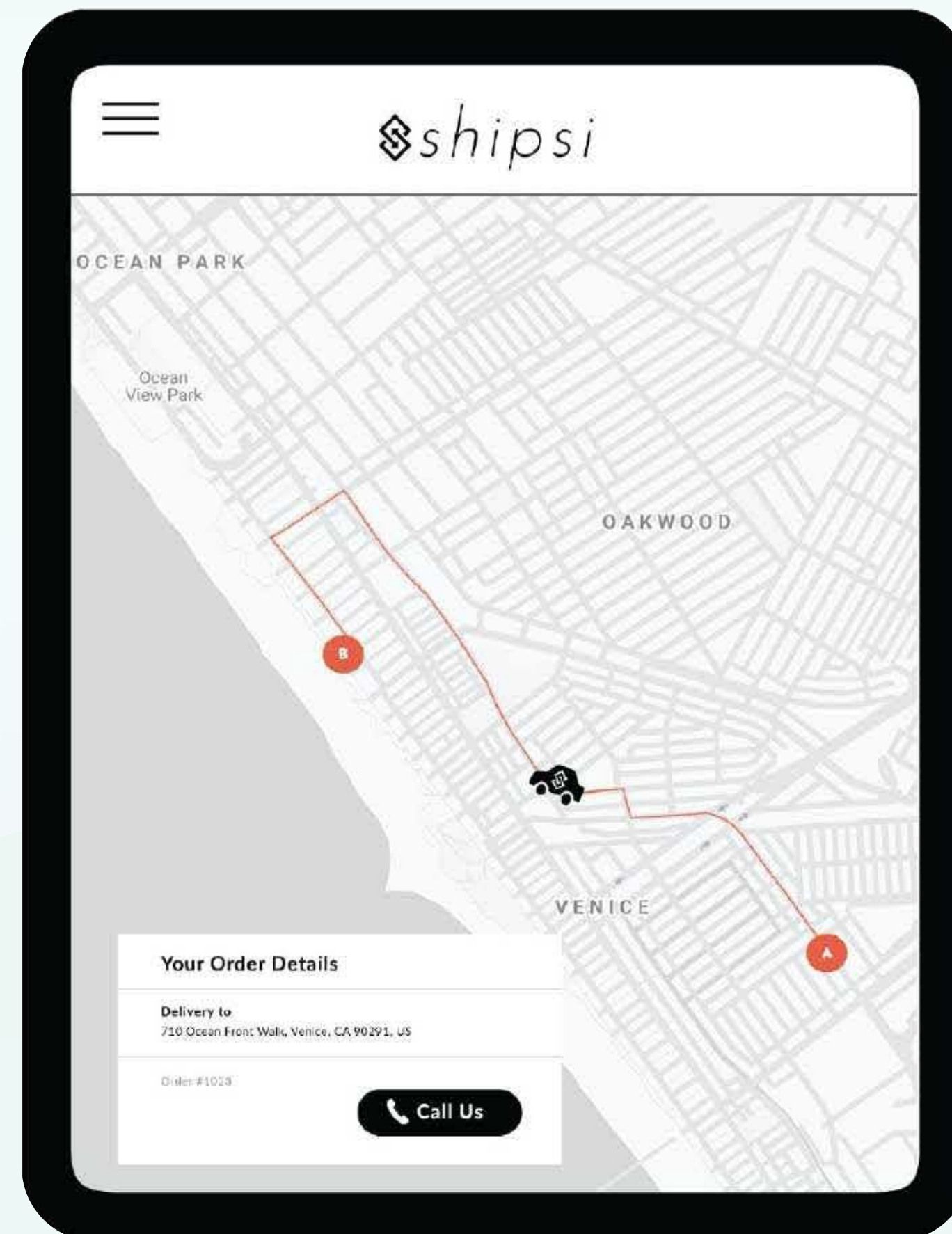We recommend an announcement bar at the top of the page to let your customers know you offer SHIPSI Instant Delivery on your website.

BANNERS:

We also encourage you to place a banner about SHIPSI Instant Delivery further down your homepage, so that your customer is sure to know they can can get their order delivered within hours while they are shopping.
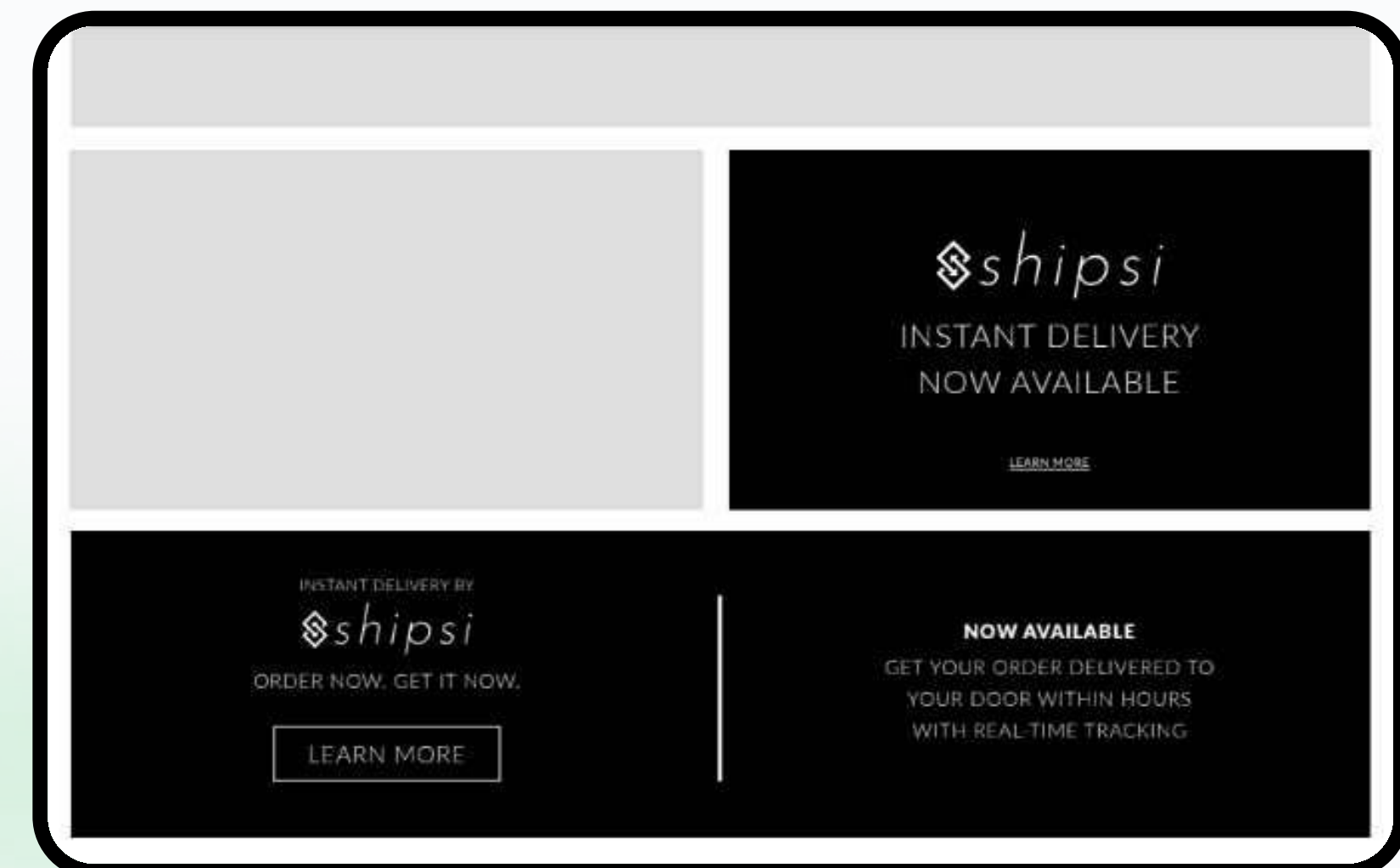
Marketing
Social Media

Social Media Image

We recommend including an announcement about delivery in the image in case people don't read the copy.

Social Media Copy

Like the email copy, we recommend stating the delivery area, the delivery timeframe, and a call to action to shop and get your items delivered now.

Example: Hey Los Angeles - now get any of our suits DELIVERED STRAIGHT TO YOUR DOOR within 2 hours! Link in bio.

Product **Development**

SHIPSI follows and Agile Methodology for efficient product iteration cycles. Every dellverable Is broken Into granular components.

Every single step is tracked, stored, and analyzed to ensure business commitments are mel by our team.

Our process. and example project can be seen <u>here.</u>

For GIT, a strong operating protocol when developing. maintaining. and deploying code is followed.

We deployed the application as infrastructure as Code. allowing dockerization and rapid development. by design. Secure instances via VPN are readily available in docker containers, uslng the exact same versions, dependencies, libraries as in production.

Product Roadmap

	2025	2026	2027

B2B

- Predictive Analytics Retail Panel
- Pricing Package Upgrades
- 3PL Integrations Expansions
- Global Shipping Visualization Dashboard
- BigCommerce Marketplace
- Ocean Freight Aggregation Dashboard
- White Label Email Configuration
- Air Freight Marketplace Integration
- Retail Store Theme API's (joint branding)
- Rail Shipping Marketplace Integration
- Container Drayage Marketplace Integration

B2C

- Automating VoiP Customer Service w/ AI
- Consumer Instant Ship
- Free Returns w/ Restock and Resale Aggregation
- Shipsi Marketplace
- Returns and Exchanges Tracking
- Consumer App (Chrome Plugin)
- Customer Retail & Restock Marketplace
- Discount Outlet Inventory Placement

CORE SYSTEMS

- Machine Learning Rules and Triggers
- ShipEngine Marketplace Connectors
- 4PL Dashboard
- Returns and Exchange Inventory Management
- Admin Panel Upgrade
- FTL+FCL Inventory/Tracking Dashboard
- Auto-4PL Recommendation Engine
- Driver Fleet Expansion NVOCCC
- Freight Forwarding, and Shipper Management API

Tech **Stack**

Shipsi platform is built using the latest technologies and frameworks. The core technologies are a MERN stack with LAMP stack modules hosted on AWS including Python for the BI and data functions. Infrastructure as Code is used for LP and modula rization ensuring scalability, performance, and reliability.
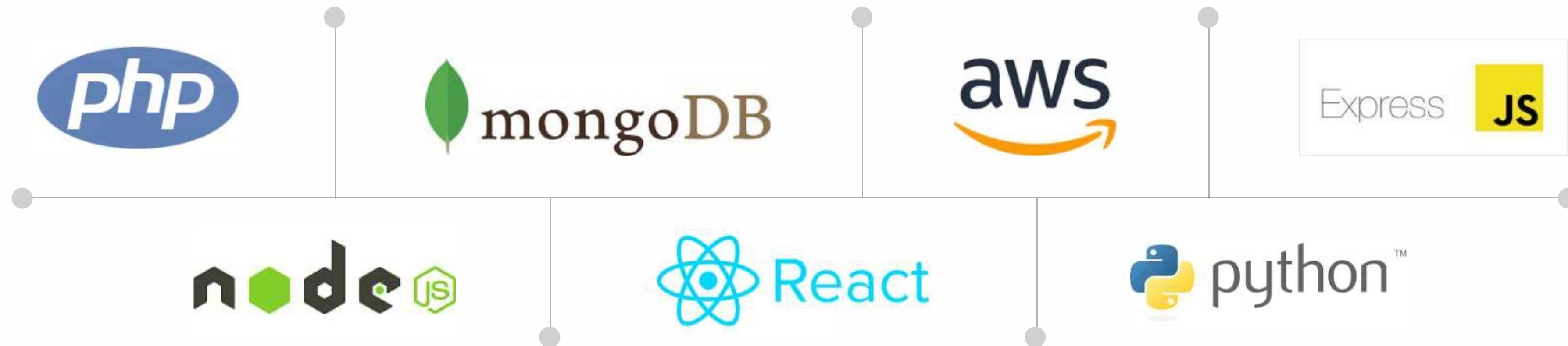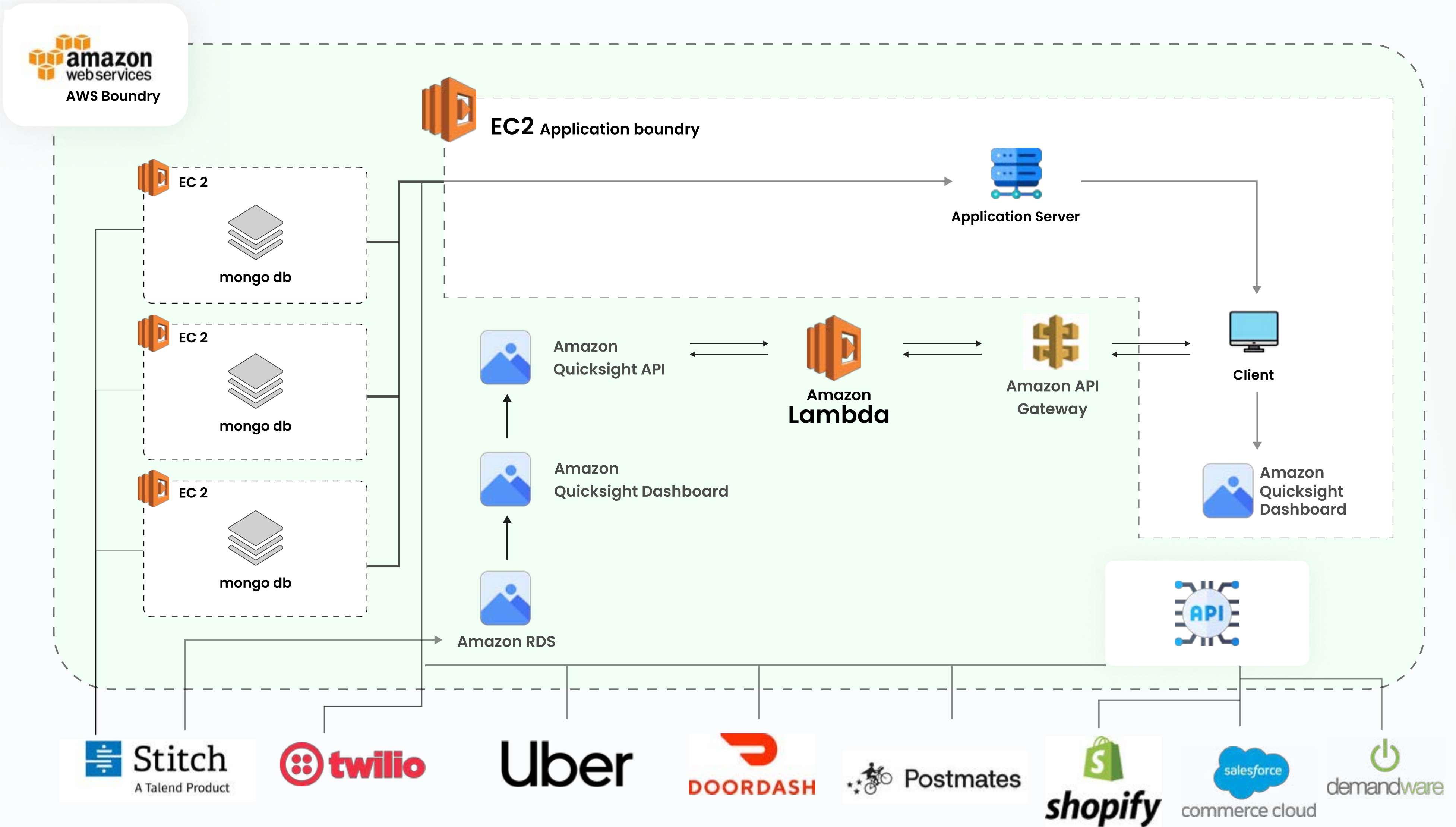
Frequently Asked **Questions**

What is SHIPSI Instant Delivery?

SHIPSI is an all-In one,e-commerce delivery solution that enables you to get your customers their orders within hours.

How does SHIPSI Instant Delivery work?

Simply Integrated your website with SHIPSI via our API or e-commerce apps. Once a customer selects SHIPSI at checkout, pack the order and we'll handle the pickup and delivery

Who delivers my orders?

We have an aggregate network of 2 million+ drivers ready to deliver your orders to your customers.

Is SHIPSI available in my area?

SHIPSI is available nationwide in 4000+ cities across the US.

Can all of my customers recieve their order via SHIPSI Insatant Delivery ?

SHIPSI Instant Delivery will show up at checkout for customers whose shipping address falls within your merchant shipping rules.

How much does SHIPSI Instant Delivery cost for my customers?

You can choose to subsidize part or all of the SHIPSI Instant Delivery cost, reducing shipping expenses for your customers. Otherwise, they cover the full price, calculated in real-time at checkout...

How does my customer know when their order will arrive?

We send 3 notification emails: one to confirm order, another when the driver is on the way and a final one after delivery. Each includes a live-tracking link for your convenience.

How much time do I have to prepare the order before the driver arrives?

It's up to you! When you sign up, you will indicate how much time you would like before a driver shows up. you can also change this at anytime in your settings.

Can I update the delivery address after an order has been placed?

In order to update a delivery address, you must cancel the original order and place a new order with the updated address information.

SHIPSI

www.shipsi.com | rye.akervik@shipsi.com